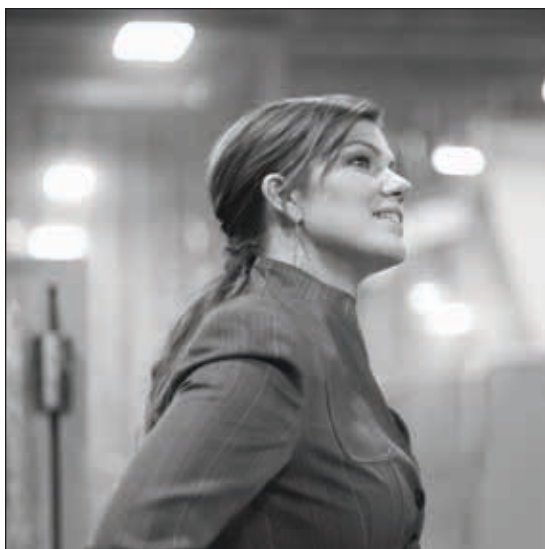


Protecting What Matters Most

An Interview with Lynel Brown Berryhill, Vice President, Brown Safe Manufacturing, Inc.



Lynel Brown Berryhill

EDITORS' NOTE *Lynel Brown's induction into her father's business began at a very early age. Her earliest memories include duties in and around the Brown Safe office. She joined Brown Safe full-time immediately out of college and has played an integral role in the growth of the company. From strategic planning to daily decisions in company management, Brown is active in all aspects of the company. Along with a lifetime of applied business experience, Brown holds a Bachelor of Science degree from San Diego State University, and actively studies trends and developments within the independent business community. She volunteers her free time to children's organizations, and has also raised and trained a special assistance dog for Canine Companions.*

COMPANY BRIEF *Founded in 1980, Brown Safe Manufacturing (brownsafe.com) has grown into the premier safe and vault company providing worldwide security solutions. Brown Safe Manufacturing is the preeminent builder of innovative, rugged, and luxurious safes and vaults. Its product line ranges from high grade military products built to withstand severe attack, to luxury jewelry safes with exotic metal and wood interiors.*

Will you discuss your career journey?

My journey with Brown Safe Manufacturing started long before I ever had a formal title. Growing up in the family business, my earliest memories involve helping around the office

and even cracking a safe to get to my Christmas stocking as a child. I literally grew up under my father, Frederick Brown's, desk. After university, I joined the company full-time and have been deeply involved in every aspect of its growth since. Over time, my role has evolved into not only preserving the legacy of our family company, but also helping to modernize and elevate the brand. Today, I focus on strategic growth, innovation in design, and ensuring that every safe we produce reflects the highest standards in the industry.

How do you describe Brown Safe's mission?

Our mission is simple yet uncompromising: to build the world's most secure, reliable, and beautifully crafted safes and vaults that protect what matters most to our clients. We create peace of mind for high-net-worth individuals, families, businesses, and government entities by delivering products that combine military-grade security with exceptional American craftsmanship. Everything we do is rooted in the belief that true security should never compromise on quality, innovation, or aesthetics.

What have been the keys to Brown Safe's industry leadership?

The keys have always been relentless innovation, obsessive attention to detail, and an unwavering commitment to American manufacturing. We've stayed ahead by listening closely to our clients' needs – whether it's a custom jewelry safe with exotic wood interiors or a ballistic vault door built to withstand severe attack – and then engineering solutions that exceed expectations. Our craftsmen, many with over 25 years of experience, hand-build every safe in our Vista, California facility. We also invest heavily in R&D, drawing from my father's engineering background and our family's multi-generational legacy in mechanical design. Staying privately held and family-owned allows us to prioritize long-term quality over short-term pressures.

How do you define the Brown Safe difference?

The Brown Safe difference is the rare combination of impenetrable security, unmatched craftsmanship, and true customization. While



Two of Brown Safe's luxurious and secure safes (above and opposite page)

many manufacturers focus on volume, we focus on performance and beauty. Our safes are built to a higher standard – using the finest materials, proprietary designs, and rigorous testing – so they don't just meet industry standards; they redefine them. Clients often tell us it's like owning a piece of functional art that also serves as the ultimate fortress for their most treasured possessions, from fine jewelry and heirlooms to rare wines, firearms, and critical documents.

Will you provide an overview of Brown Safe's offerings?

We offer a comprehensive range of security solutions, all proudly made in the USA. Our lineup includes high-security luxury home safes, watch collection safes, jewelry safes, gun safes, and full custom vaults. We also build military-grade vault doors and embassy-level security products. What sets us apart is our leadership in custom-built safes – each one is truly one-of-a-kind, tailored to the client's exact specifications, space, and aesthetic preferences, whether it's integrating exotic metals, fine woods, or seamless architectural integration. From standard models to ultra-high-security custom masterpieces, every product is designed for maximum survivability and long-term reliability.

Where do you see the greatest opportunities for growth?

We see significant opportunities in continuing to serve the growing global demand for personalized, high-end security among high-net-worth individuals and collectors. As awareness of physical asset protection increases – especially in uncertain economic times – there's strong interest in our custom luxury solutions for homes, private estates, and specialized applications like wine collections or art storage. Domestically and internationally, the shift toward bespoke, American-made security products represents a meaningful growth avenue.

How critical has it been to build the Brown Safe team?

Building and retaining a world-class team has been absolutely essential to our success. Our skilled craftsmen are the heart of the operation, and their expertise, pride in workmanship, and dedication to quality are what allow us to deliver on our promise every single time. We've cultivated a culture of continuous improvement, where experience is valued and innovation is encouraged.

What are your priorities for Brown Safe as you look to the future?

Looking ahead, our priorities remain centered on innovation, quality, and client trust. We will continue pushing the boundaries of safe and vault design while staying true to our roots in American craftsmanship. Expanding our custom capabilities, enhancing our digital presence for clients worldwide, and strengthening our team are all key. Most importantly, we want to keep earning the confidence of our clients by delivering products that provide genuine security and lasting value for generations. At Brown Safe, we're not just building safes – we're safeguarding legacies. ●

